

Organic Equivalence: Strengthening Trade and Integrity



The United States' network of organic equivalence arrangements is a critical tool for supporting American organic producers, strengthening global market access, and protecting the integrity of the USDA organic label.

EQUIVALENCE IS A WIN FOR U.S. ORGANIC BUSINESSES

Equivalence removes organic certification as a barrier to trade by allowing products certified under partner systems to be recognized as organic across markets. It is maintained through strong enforcement, regular audits, and ongoing collaboration to ensure trust and integrity.

➤ Reduces barriers for U.S. exporters

- Eliminates the need for multiple country-specific certifications
- Lowers costs and administrative burden
- Simplifies complex supply chain documentation

➤ Supports small and mid-sized businesses

- Reduces certification and compliance costs
- Simplifies traceability requirements
- Makes exporting more feasible for smaller operators

➤ Levels the international playing field

- U.S. exporters often require multiple certifications to access global markets
- Foreign exporters can access the U.S. with one USDA certification
- Helps align market access across trading partners

➤ Strengthens integrity and reduces taxpayer cost

- Maintains oversight through trusted partner systems
- Adds partner-funded enforcement and audits
- Reduces duplicative regulatory burden

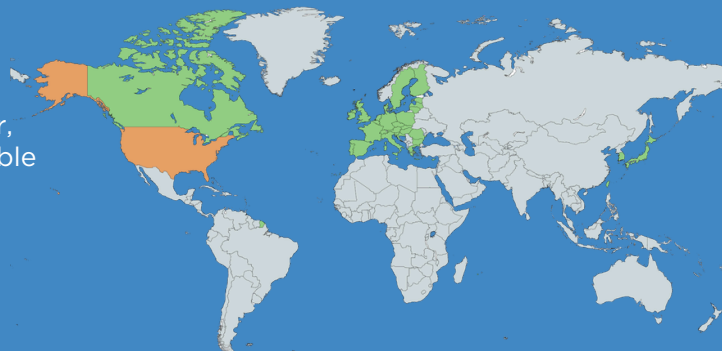
TWO PATHWAYS FOR ORGANIC TRADE

1 Direct Foreign Certification

- Foreign farms or businesses undergo U.S. NOP certification via accredited certifiers abroad
- U.S. organic exporters can gain certification directly to foreign organic standards

2 Organic Equivalence Arrangements (“Equivalence”)

- The U.S. currently recognizes the organic standards of seven partners:
 - Canada
 - E.U.
 - U.K.
 - Switzerland
 - Japan
 - Korea
 - Taiwan
- Standards may differ, but deliver comparable outcomes



2026 MARKET CONTEXT

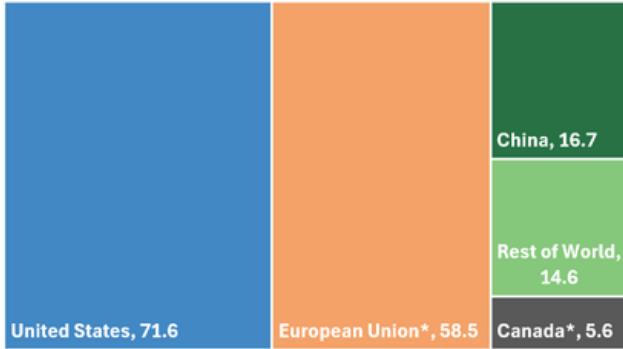


The global organic market reached **\$168 billion**



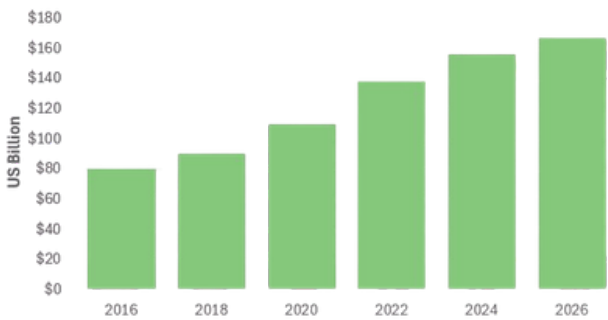
The U.S. organic market reached **\$76+ billion** representing 45% of global share

Global Organic Markets (US \$bn)



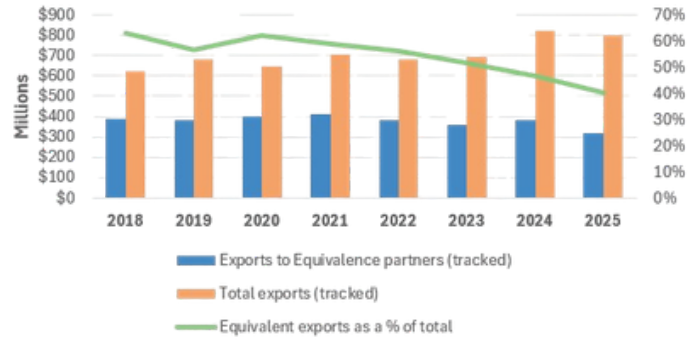
The U.S. and EU are the largest organic markets representing 78% of the global share. Values reflect organic food products only. * denotes equivalence partner.

Global Organic Market Growth 2016 - 2026



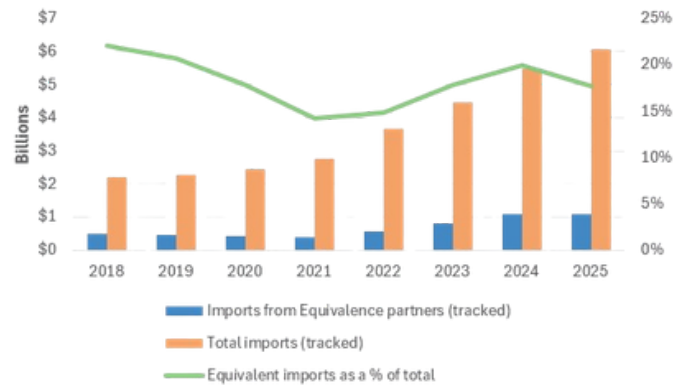
The global organic market reached \$167 billion USD in 2026, a 108% increase from 2016

Tracked Organic Exports



U.S. organic exports to equivalence partners have declined as a share of total exports, even as the global organic market grows—highlighting new opportunities for expanded equivalence abroad.

Tracked Organic Imports



Organic imports from equivalence partners have stayed steady, while total imports have grown—highlighting the need to expand equivalence markets for U.S. exporters.

ENSURING U.S. LEADERSHIP IN GLOBAL ORGANIC TRADE

Advance trade frameworks that leverage U.S. market access

Use the size and value of the U.S. market strategically to:

- Expand reciprocal access
- Lower duplicative certification costs
- Ensure global demand translates into export opportunities

Maintain robust oversight and enforcement to protect the integrity of the USDA seal

Ensure partner countries meet:

- Enforcement requirements
- Auditing standards
- Traceability expectations

Continue to lead and invest in equivalence negotiations

- Prioritize timely updates to current equivalencies
- Establish authority to block non-compliant imports
- Pursue new equivalencies with emerging export markets

Bolster NOP, FAS, and USTR capacity

Strengthen resources needed to:

- Oversee agreements
- Maintain partnerships
- Negotiate new equivalence arrangements



Organic equivalence is essential to maintaining U.S. leadership in the global organic marketplace.

Support policies that expand market access, reduce trade barriers, and protect organic integrity.

Learn more: [OTA.com](https://www.ota.com)